

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 FAA-00 DOTE-00 /021 W  
-----211740Z 047793 /50

P R 211615Z APR 77  
FM AMEMBASSY VIENNA  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 1485  
SECDEF WASHDC  
AMEMBASSY BRUSSELS  
USCINCEUR VAIHINGEN GERMANY

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COMMERCE FOR BIC/OIM/MEPD

BRUSSELS FOR FAA/PETERSON

EO 11652: NA  
TAGS: BEXP, EAIR, AU  
SUBJECT: MAJOR PROJECT: JOINT CIVIL/MILITARY AUTOMATED AIR TRAFFIC  
CONTROL AND AIR SURVEILLANCE SYSTEM

REF: A. VIENNA 2664; B. VIENNA 0196; C. 76 VIENNA 10382;  
D. 76 VIENNA 2251

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1. ON APRIL 19, RAYTHEON, WAYLAND, MASS. (STANLEY KASS, PROGRAM MANAGER, TEL. (617) 358-2721, EXT 2970) CALLED COMATT TO INQUIRE REGARDING OTHER FIRMS COMPETING FOR DISPLAY SYSTEM. KASS STATED HE HAD RECEIVED BID DOCUMENTS FORWARDED BY EMBASSY (REFTEL A) AND, AFTER STUDYING THESE, WAS UNDER IMPRESSION THAT U.S. SUPPLIERS MIGHT HAVE ADVANTAGE. KASS NOTED THAT DOCUMENTS REQUIRED BIDS TO BE IN EITHER ENGLISH OR GERMAN LANGUAGE, CALLED FOR LIMITED OFFICIAL USE

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PAYMENT IN U.S. DOLLARS, AND SPECIFICATIONS APPEARED LARGELY BASED ON FAA SPECS. HE ASKED EMBASSY TO DETERMINE TO EXTENT POSSIBLE IF AUSTRIAN CIVIL AVIATION OFFICE FAVORED U.S. FIRM AS SUPPLIER. ON APRIL 20, IN RETURN CALL, KASS WAS PROVIDED IN SUBSTANCE THE INFORMATION BELOW.

2. ON APRIL 20, COMATT CALLED AUSTRIAN CIVIL AVIATION OFFICIAL ERICH HEYSSLER (PROTECT, WHO IS ALSO AN ATC PROJECT MANAGER. HEYSSLER ADVISED THAT BURROUGHS AND GENERAL DYNAMICS ARE NOW ALSO BEING INVITED TO SUBMIT OFFERS IN ADDITION TO RAYTHEON AND ITT. SOURCE SAID THAT AUSTRIAN MILITARY AUTHORITIES HAD ORIGINALLY OBJECTED TO INCLUDING FORMER TWO FIRMS ON LIST OF INVITEES BECAUSE THEY QUOTE HAD NOT BEEN RECOMMENDED BY INTERNATIONAL CHAMBER OF COMMERCE UNQUOTE. HOWEVER, BECAUSE OF EMBASSY REPRESENTATIVES, SAID HEYSSLER, CIVIL AVIATION OFFICE PRESIDENT LANG HAD OVERRULED AUSTRIAN MILITARY AND DECIDED TO INVITE BOTH FIRMS TO SUBMIT OFFERS.

(COMMENT: HEYSSLER WAS REFERRING TO COMATT'S APRIL 4 CALL DURING WHICH LATTER ATTEMPTED TO DETERMINE IDENTITIES OF COMPETITORS AND WAS TOLD THAT BURROUGHS

AND GENERAL DYNAMICS WERE NOT BEING INVITED. COMATT'S EXPRESSION OF REGRET, AT THIS FACT, AND REQUEST TO KNOW REASONS FOR DELETION APPARENTLY WAS INTERPRETED AS EMBASSY REQUEST TO HAVE THESE TWO FIRMS INCLUDED.)

3. HEYSSLER REQUESTED ASSISTANCE IN LOCATING GENERAL DYNAMICS OFFICIALS SO THAT FIRM COULD RECEIVE SET OF BID DOCUMENTS. EMBASSY HAS ALREADY ADVISED GENERAL DYNAMICS OFFICE IN BRUSSELS (MRS. FAY MEADOWS), WHICH IN TURN IS NOTIFYING GENERAL DYNAMICS MANAGER FOR LIMITED OFFICIAL USE

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INTERNATIONAL OPERATIONS, LAWRENCE J. BRENNER, IN SAN DIEGO. END LIMITED OFFICIAL USE

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4. SOURCE, DESPITE SOME PROMPTING, WOULD NOT IDENTIFY REMAINING SIX (WEST EUROPEAN) FIRMS WHICH HAVE BEEN INVITED TO BID, EXCEPT BY NATIONALITY: ONE DUTCH (UNDOUBTEDLY PHILIPS); ONE WEST GERMAN (PROBABLY TELEFUNKEN, SINCE SIEMENS HAS ADVISED IT IS NOT INTERESTED); ONE ITALIAN (DEFINITELY SELENIA); ONE FRENCH (PRESUMABLY CSF); ONE SWEDISH (STAN-SAAB IS MENTIONED IN PREVIOUS REPORTS); AND ONE ENGLISH

EITHER PLESSY OR MARCONI). SOME OF THESE, SAID SOURCE HAVE REQUESTED EXTENSION OF BID DEADLINE (JULY 4) BUT THEY ARE BEING NOTIFIED THAT THIS IS NOT RPT NOT POSSIBLE.

5. REGARDING UPCOMING COMPETITION FOR COMPUTER COMPLEX, SOURCE STATED THAT APRIL 26 ISSUE OF VIENNA DAILY WIENER ZEITUNG WILL CARRY ANNOUNCEMENT THAT INTERESTED COMPANIES MAY PICK UP BID DOCUMENTS FROM CIVIL AVIATION OFFICE ON OR AFTER MAY 9, CIVIL AVIATION OFFICE DOES NOT WISH TO FORMALLY ISSUE A GOVERNMENT TENDER, BUT RATHER HAVE FIRMS OBTAIN DOCUMENTS AND SUBMIT OFFERS IF INTERESTED. SOURCE AGAIN MENTIONED THAT EMBASSY WOULD RECEIVE SET OF DOCUMENTS AS SOON AS AVAILABLE.

6. ACTION REQUESTED: KASS OF RAYTHEON APPEARED UNINFORMED OF DETAILS CONTAINED IN PREVIOUS EMBASSY REPORTING. SINCE OFF-SET ARRANGEMENTS MAY PROVE TO BE IMPORTANT FACTOR IN AWARE OF CONTRACTS FOR ATC, EMBASSY SUGGESTS THAT USDOC BRING TO ATTENTION OF LIMITED OFFICIAL USE

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FOUR U.S. POTENTIAL BIDDERS THIS AND OTHER PERTINENT DATA IN REFTELS NOTED ABOVE. END UNCLASSIFIED. MEEHAN

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Disposition Approved on Date:**  
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**Original Previous Classification:** n/a  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009